

CHAPTER V

CONCLUSIONS AND IMPLICATIONS

A. Conclusions

Based on the results and discussion of the analysis, the following are the conclusions of this research:

1. The results of the total cost analysis of coconut sugar craftsmen in Gumelem Wetan Village show that the total cost is IDR. 101,231,071 per month, consisting of fixed costs which is IDR. 4,656,667 per month, and variable costs which is IDR. 96,574,405 per month. Fixed costs consist of production equipment; namely woks, ladles, molds, dippers, and wooden spoons. While the variable costs for producing coconut sugar consist of coconut sap raw materials, labor costs, firewood costs, plastic costs, and transportation costs.
2. The results of the total revenue analysis of coconut sugar craftsmen in Gumelem Wetan Village is IDR. 123,023,909 per month, which is obtained from the production of coconut sugar of 7,145 kg with the price is IDR. 17,218 per kilogram.
3. The results of the R/C ratio analysis show a figure of 1.215. It can be interpreted that the condition of the coconut sugar craftsman business in Gumelem Wetan Village can develop and have profit.
4. The results of the profit analysis show that on average, each coconut sugar craftsman in Gumelem Wetan Village earns a profit IDR. 396,233 per month,

while the total profit for all coconut craftsmen in Gumelem Wetan Village is IDR. 21,792,838 per month.

5. There are 18 coconut sugar craftsmen who have higher profit than average profit, and the remaining 37 coconut sugar craftsmen have lower profit than average profit. Craftsmen who have higher profit tend to have higher production factors than sugar craftsmen who have lower profit.

B. Implications

Based on the analysis results, coconut sugar craftsmen deserve to continue developing their business because they have an R/C ratio of more than one. Coconut sugar craftsmen can make breakthroughs in production by using more modern equipment and supplies. So that the coconut sugar business in Gumelem Wetan Village can continue to survive in the era of modern progress.

Coconut sugar craftsmen still have a monthly profit that is lower than the regional minimum wage of Banjarnegara Regency. It can be said that sugar craftsmen are not prosperous. So the government must be present to develop the coconut sugar business in Gumelem Wetan Village. The government can provide production subsidies in the form of additional capital and production factors so that sugar craftsmen in Gumelem Wetan Village can increase the number of coconut sugar that is produced per month. The government can participate in providing training to coconut sugar craftsmen in Gumelem Wetan Village with the aim of increasing production capacity and quality. So that coconut sugar products can become the mainstay product of Gumelem Wetan Village and become an export

product in the future. When the production quantity and quality of coconut sugar in Gumelem Wetan Village increases, this will increase the income of coconut sugar craftsmen, so that the welfare of coconut sugar craftsmen continues to increase over time.

C. Research Limitations

Every research has limitations that can be improved by further researchers. The limitation of this research is that it does not examine sugar production in detail, such as the potential for products to be marketed outside the region, outside the province, or even exported. Further researchers can examine the marketing potential of coconut sugar products in Gumelem Wetan Village so that it can be used as a superior product that can be exported abroad.

